

Table 4. Estimated Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 Through 2006

[Purchases and gross margins estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	1998 ¹	1999 ¹	2000 ¹	2001 ¹	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006
42	Purchases	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1,942,911	2,081,214	2,265,679	2,227,487	2,271,982	2,391,719	2,683,911	2,936,446	3,199,737
423	Purchases	Durable goods	1,011,882	1,090,372	1,150,828	1,086,989	1,083,561	1,111,138	1,284,697	1,376,692	1,498,679
4231	Purchases	..Motor Vehicle and Motor Vehicle Parts and Supplie	145,700	169,932	176,556	186,825	201,263	211,621	231,101	245,238	269,502
4232	Purchases	..Furniture and Home Furnishing	31,026	33,579	37,328	36,413	36,663	37,537	40,565	42,826	45,826
4233	Purchases	..Lumber & Other Construction Material	65,528	72,629	70,805	71,535	75,528	83,925	102,632	110,842	114,064
4234	Purchases	..Professional and Commercial Equipment and Supplie	200,876	220,305	219,099	201,458	202,056	201,943	221,761	232,256	242,106
42343	Purchases	...Computer and Computer Peripheral Equipment and Software	132,911	149,394	147,740	126,843	122,895	118,894	130,001	135,732	136,011
4235	Purchases	..Metals and Minerals, ex. Petroleum	72,164	69,580	74,959	66,971	64,550	64,690	96,669	107,983	126,125
4236	Purchases	..Electrical Goods	157,064	174,866	203,517	180,124	173,874	178,185	200,841	210,671	234,036
4237	Purchases	..Hardware, and Plumbing and Heating Equipment and Supplie	49,491	51,323	53,666	49,073	50,130	50,360	56,590	61,554	67,091
4238	Purchases	..Machinery, Equipment, and Supplies	179,982	183,157	189,528	181,955	166,231	167,962	191,442	213,713	230,892
4239	Purchases	..Miscellaneous Durable Goods	110,051	115,001	125,371	112,635	113,266	114,915	143,096	151,609	169,037
424	Purchases	Nondurable goods	931,029	990,842	1,114,851	1,140,498	1,188,421	1,280,581	1,399,214	1,559,754	1,701,058
4241	Purchases	..Paper and Paper Products	54,108	57,401	61,458	60,622	57,718	59,143	64,850	69,081	71,653
4242	Purchases	..Drugs and Druggists' Sundries	110,654	134,210	158,717	189,023	221,198	251,103	273,033	300,515	320,921
4243	Purchases	..Apparel, Piece Goods, and Notions	61,681	62,683	67,160	67,329	72,063	71,006	72,084	77,446	85,867
4244	Purchases	..Groceries and Related Products	288,827	299,051	315,322	315,601	321,942	331,254	345,193	365,920	383,150
4245	Purchases	..Farm Product Raw Materials	101,678	92,471	95,473	92,124	95,402	106,030	113,478	108,950	118,169
4246	Purchases	..Chemicals and Allied Products	42,413	43,150	46,983	47,725	49,847	51,501	57,493	69,045	71,481
4247	Purchases	..Petroleum and Petroleum Products	106,976	126,908	180,222	178,023	181,365	215,627	255,897	338,735	408,670
4248	Purchases	..Beer, Wine, and Distilled Alcoholic Beverage	46,654	50,726	53,659	56,054	59,523	62,525	63,407	66,677	71,873
4249	Purchases	..Miscellaneous Nondurable Goods	118,038	124,242	135,857	133,997	129,363	132,392	153,779	163,385	169,274
42	Gross margins	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	497,884	535,687	568,108	546,352	567,497	576,355	642,139	673,895	739,833
423	Gross margins	Durable goods	305,286	328,048	346,958	319,490	337,841	340,528	395,299	414,985	453,466
4231	Gross margins	..Motor Vehicle and Motor Vehicle Parts and Supplie	39,182	45,768	47,642	46,835	53,092	47,040	48,423	51,197	51,908
4232	Gross margins	..Furniture and Home Furnishing	12,378	13,751	16,037	15,617	17,126	17,538	18,009	18,580	20,390
4233	Gross margins	..Lumber & Other Construction Material	13,877	16,641	16,577	18,145	19,967	23,273	28,844	31,129	32,110
4234	Gross margins	..Professional and Commercial Equipment and Supplie	55,835	62,863	62,807	62,760	70,857	70,649	76,423	78,238	83,674
42343	Gross margins	...Computer and Computer Peripheral Equipment and Software	24,478	26,932	25,671	24,216	27,410	25,925	28,244	27,347	27,443
4235	Gross margins	..Metals and Minerals, ex. Petroleum	16,959	16,908	19,448	16,508	17,378	18,676	31,608	29,357	36,975
4236	Gross margins	..Electrical Goods	45,997	52,371	60,321	47,010	47,828	48,273	55,221	58,020	68,088
4237	Gross margins	..Hardware, and Plumbing and Heating Equipment and Supplie	16,858	17,530	19,462	19,498	20,443	21,027	22,246	23,023	25,748
4238	Gross margins	..Machinery, Equipment, and Supplies	69,715	67,022	68,068	63,449	59,053	61,341	74,214	80,533	88,216
4239	Gross margins	..Miscellaneous Durable Goods	34,485	35,194	36,596	29,668	32,097	34,511	40,311	44,908	46,357
424	Gross margins	Nondurable goods	192,598	207,639	221,150	226,862	229,656	235,827	246,840	258,910	286,367
4241	Gross margins	..Paper and Paper Products	14,942	15,761	16,988	14,760	14,503	14,725	17,462	18,879	20,981
4242	Gross margins	..Drugs and Druggists' Sundries	17,147	20,639	21,767	23,255	25,682	22,597	22,124	27,653	29,942
4243	Gross margins	..Apparel, Piece Goods, and Notions	25,569	27,203	29,689	31,902	34,062	32,676	36,699	35,833	37,846
4244	Gross margins	..Groceries and Related Products	52,825	58,348	59,505	60,315	65,035	74,035	65,157	64,655	69,390
4245	Gross margins	..Farm Product Raw Materials	7,998	7,788	8,192	8,761	8,460	11,994	6,310	10,747	17,611
4246	Gross margins	..Chemicals and Allied Products	14,237	14,903	15,294	16,620	18,385	18,248	19,529	20,006	21,505
4247	Gross margins	..Petroleum and Petroleum Products	11,492	13,401	16,424	13,581	12,119	10,580	21,905	20,905	28,128
4248	Gross margins	..Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,960	18,030	18,660	20,258	19,906	22,651	24,288	24,993
4249	Gross margins	..Miscellaneous Nondurable Goods	32,965	32,636	35,261	34,008	31,152	31,066	34,003	35,944	35,971
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	20.5	20.6	20.2	19.6	20.0	19.5	19.5	18.8	18.9
423	Gross margins as a percent of sales	Durable goods	23.4	23.3	23.3	22.5	23.8	23.5	23.9	23.4	23.5
4231	Gross margins as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	21.3	21.6	21.4	19.9	21.1	18.3	17.4	17.5	16.3
4232	Gross margins as a percent of sales	..Furniture and Home Furnishings	28.8	29.3	30.4	29.8	32.0	32.0	30.9	30.5	31.0
4233	Gross margins as a percent of sales	..Lumber & Other Construction Materials	17.4	18.8	19.0	20.2	21.0	22.0	22.4	22.1	22.0
4234	Gross margins as a percent of sales	..Professional and Commercial Equipment and Supplies	21.7	22.3	22.3	23.4	26.0	25.9	25.8	25.3	25.9
42343	Gross margins as a percent of sales	...Computer and Computer Peripheral Equipment and Software	15.5	15.3	14.7	15.7	18.2	18.0	17.9	16.8	16.8
4235	Gross margins as a percent of sales	..Metals and Minerals, ex. Petroleum	19.2	19.5	20.7	19.5	21.3	20.7	26.1	21.5	23.4
4236	Gross margins as a percent of sales	..Electrical Goods	22.9	23.4	23.2	20.3	21.5	21.3	21.8	21.7	22.8
4237	Gross margins as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	25.7	25.6	27.0	28.2	29.0	29.5	28.7	27.5	28.1
4238	Gross margins as a percent of sales	..Machinery, Equipment, and Supplies	28.6	27.0	26.6	25.7	25.9	26.6	28.5	27.9	28.1
4239	Gross margins as a percent of sales	..Miscellaneous Durable Goods	24.0	23.5	22.8	20.6	22.0	23.3	22.3	23.1	21.5
424	Gross margins as a percent of sales	Nondurable goods	17.2	17.4	16.7	16.6	16.2	15.6	15.0	14.3	14.5
4241	Gross margins as a percent of sales	..Paper and Paper Products	21.6	21.5	21.8	19.4	20.0	19.9	21.4	21.6	22.7
4242	Gross margins as a percent of sales	..Drugs and Druggists' Sundries	13.7	13.6	12.4	13.4	10.5	8.3	7.8	8.4	8.6
4243	Gross margins as a percent of sales	..Apparel, Piece Goods, and Notions	29.5	30.1	30.8	32.2	32.2	31.3	33.9	31.8	30.9
4244	Gross margins as a percent of sales	..Groceries and Related Products	15.5	16.4	15.9	16.0	16.9	18.3	15.9	15.1	15.4
4245	Gross margins as a percent of sales	..Farm Product Raw Materials	7.3	7.8	8.0	8.7	8.2	10.4	5.1	9.1	13.5
4246	Gross margins as a percent of sales	..Chemicals and Allied Products	25.3	25.8	24.6	25.9	27.2	26.2	25.6	22.7	23.2
4247	Gross margins as a percent of sales	..Petroleum and Petroleum Products	9.7	9.6	8.4	7.1	6.3	4.7	8.0	5.9	6.5
4248	Gross margins as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	25.0	25.2	25.3	24.9	25.6	24.2	26.5	26.9	25.9
4249	Gross margins as a percent of sales	..Miscellaneous Nondurable Goods	21.9	20.9	20.6	20.2	19.3	19.0	18.3	18.1	17.5

Note:

Estimates have not been adjusted for price changes. Table 4A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/wholesale/www/methodology/011341.html>.

Footnotes:

¹ Revised data.